

Message Text

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ACTION ARA-10

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TO SECSTATE WASHDC 5576

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E.O. 11652: N/A

TAGS: BEXP, PE

SUBJECT: MEETING OF THE COUNTRY TEAM SUBCOMMITTEE
ON COMMERCIAL OPPORTUNITIES

1. THE COUNTRY TEAM SUBCOMMITTEE ON COMMERCIAL OPPORTUNITIES
MET ON JUNE 18, 1975. THE MEETING WAS CHAIRED BY THE
DCM. IN ATTENDANCE WERE THE ENTIRE ECONOMIC/COMMERCIAL
SECTION, THE AID MISSION DIRECTOR, PAO, CHIEF OF THE
CONSULAR SECTION, DEFENSE ATTACHE, AND THE MAAG CHIEF.

2. THE ECONOMIC COUNSELOR AND THE ACTING COMMERCIAL
ATTACHE EXPLAINED THAT THE COUNTRY TEAM SUBCOMMITTEE
MEETS PERIODICALLY TO REVIEW THE EMBASSY'S SYSTEM FOR
COLLECTING AND CHANNELING TO THE COMMERCIAL SECTION
ALL PERTINENT INFORMATION RELATING BOTH TO MAJOR PROJECT
OPPORTUNITIES AND TO GENERAL EXPORT POSSIBILITIES.
THEY DESCRIBED THE TYPE OF PROJECT AND SALES LEADS
WHICH THE COMMERCIAL SECTION IS SEEKING. THEY THEN
EXPLAINED THE INTERACTION AMONG THE COMMERCIAL SECTION,
THE MAJOR PRODUCTS EXPORT DIVISION OF THE DEPARTMENT
OF COMMERCE, THE PERUVIAN PURCHASER, AND THE AMERICAN
SUPPLIER. THIS INFORMATION WAS OF PARTICULAR INTEREST
TO MEMBERS OF THE SUBCOMMITTEE AS MANY OF THEM HAVE
ONLY RECENTLY ARRIVED AT THE POST AND WERE NOT FAMILIAR
WITH THIS SYSTEM.

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3. THE MEMBERS OF THE COUNTRY TEAM SUBCOMMITTEE SAID THAT THEY WOULD DISCUSS THIS INFORMATION COLLECTION SYSTEM WITH THEIR SUBORDINATES AND WOULD ENCOURAGE THEM TO CHANNEL INFORMATION REGARDING ALL COMMERCIAL OPPORTUNITIES TO THE COMMERCIAL SECTION. THEY WILL ALSO ENCOURAGE THEIR SUBORDINATES TO BE ON THE ALERT FOR COMMERCIAL LEADS.

4. DURING THE MEETING ITSELF, SEVERAL NEW EXPORT SALES POSSIBILITIES WERE MENTIONED AND DISCUSSED BY THE COUNTRY TEAM MEMBERS. THE COMMERCIAL SECTION IS NOW FOLLOWING-UP ON THESE LEADS.
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